

Message Text

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PAGE 01 CAPE T 00820 181550Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----190441Z 063757 /11
R 181436Z MAY 77
FM AMCONSUL CAPE TOWN
TO USDOC WASHDC
INFO SECSTATE WASHDC 6130

UNCLAS CAPE TOWN 0820

E.O.11652:N/A
TAGS: BBSR,SF
SUB: PRIVATE TRADE OPPORTUNITY-SPECIAL HANDLING

1. 791/02/P0014

2. 051877

3. T.WILLIAMS

4. 791 SOUTH AFRICA

5. MY STRUCTURAL ENGINEERS

6A. REPLY TO--

6B. W. KORPERSHOEK, MARKETING SALES MANAGER

6C. CAPE STEEL CONSTRUCTION CO (PTY)LTD

P.O.BOX 1212, CAPE TOWN 8000

7. CABLE: CAPESTEEL; TELEX: 577940

TEL: 021-532065

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8. --

9. 104(A) JOINT VENTURE

10 3532XXX/ TRAVELLING SHIP LOADING MACHINE.

CAPE STEEL CONSTRUCTION CO. IS PRIVATE COMPANY WITH MAIN

SHAREHOLDERS IN HOLLAND BUT IS A SOUTH AFRICAN REGISTERED COMPANY,
FOUNDED 1938, EMPLOYS SPPROX. 800.

THEY ARE SEEKING A US COMPANY FOR A JOINT VENTURE TO MANUFACTURE
A TRAVELLING SHIP LOADING MACHINE WITH CAPACITY OF 2,500 TONNES
PER HOUR FOR DRY ROCK PHOSPHATE POWDER WITH DENSITY OF 1.9
TONNES PER M3, FOR SOUTH AFRICAN RAILWAYS TENDER 1030-
72-32-8 DEADLINE JULY 22, 1977. OPTION DATE DECEMBER 9, 1977
WITH COMMISSIONING DATE MARCH 1979, AT RICHARDS BAY, NATAL.
CAPE STEEL CONSTRUCTION HAVE BUILT MUCH OF STEEL SHIPLOADERS FOR
SISHEN SALDANHA IRON ORE PROJECT, THEIR PART OF CONTRACT
REPORTEDLY 4 MILLION RAND (R1EQUALS \$1.15). THEY ARE CURRENTLY
ENGAGED ON STRUCTURAL STEEL WORK AT RICHARDS BAY FOR HEAVY
MINERAL PROJECT WITH REPORTED INVOLVEMENT OF OVER 1 MILLION
RAND STEEL CONSTRUCTION. COMPANY ENGAGED CURRENTLY IN
REFINERY STRUCTURAL WORK FOR US COMPANY AND HAS PREVIOUSLY
WORKED ON SA RAILWAYS PROJECTS. IT IS CONSIDERED ONE OF
LEADING CAPE ENGINEERING COMPANIES.

COMPANY STATES IT HAS EXPERTISE TO MAKE ALL STRUCTURAL
STEELWORK NECESSARY FOR TRAVELLING SHIP LOADING MACHINE FOR
TENDER BUT DOES NOT HAVE DESIGN EXPERTISE NOT COULD IT SUPPLY
REQUIRED MECHANICAL OR ELECTRICAL EQUIPMENT.

CAPE STEEL WANTS TO ACT AS SUB CONTRACTOR TO US SPECIALIST
FIRM. STRUCTURAL STEELWORK PRODUCED IN CAPE TOWN WOULD BE
SHIPPED BY SEA TO RICHARDS BAY. COMPANY WILL AIRFREIGHT
TENDER DOCUMENTS TO INTERESTED US COMPANY. VALUE OF PROJECT
ESTIMATED BY COMPANY YO BE APPROX. 2 TO 3 MILLION RAND.
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IN VIEW OF TOTAL VALUES OF PROJECT AND IMMINENCE OF TENDER
DEADLINE, SUGGEST SPECIAL HANDLING IN BRINGING TO
TO ATTENTION US FIRMS.

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Message Attributes

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Disposition Comment:
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